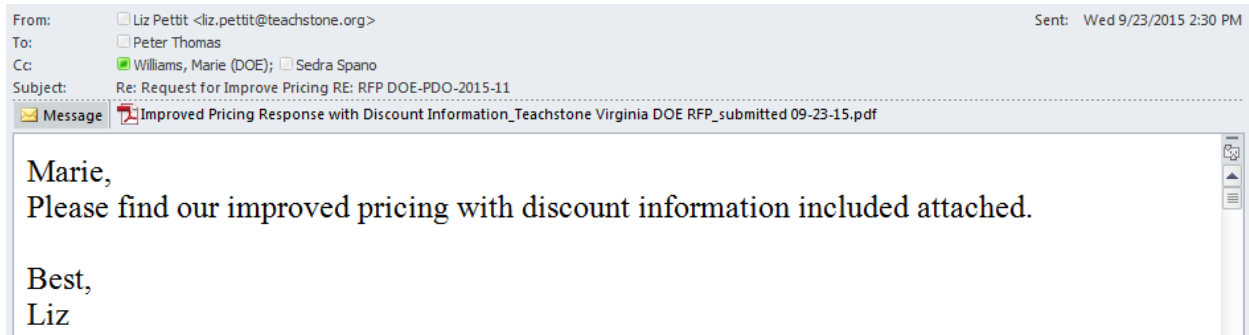


**DOE-PDO-2015-11-4**  
Attachment 1

The contract documents include the Contractor's proposal dated July 8, 2015; and clarifications and negotiated modifications included in Attachment 1 and dated October 2, 2015, September 23, 2015, September 21, 2015, September 17, 2015, August 20, 2015, July 24, 2015, and July 15, 2015.

September 23, 2015:



## 7. Attachment E: Pricing Schedule

### I. Face-to-Face Pricing Schedule

| Name of Professional Development Offering      | PD Category | Total Cost for 25 participants | Length of Delivery (in Hours) | Per Hour Price |
|--|-------------|--------------------------------|-------------------------------|----------------|
| Introduction to the CLASS Tool Face-to-Face    | afg         | \$7,000                        | 6                             | \$1,166.67     |
| CLASS Observation Training                     | afg         | \$17,000                       | 16                            | \$1,062.50     |
| CLASS Train-the-Trainer Program*               | afg         | \$70,000                       | 24                            | \$2,916.67     |
| Double Coding with the CLASS Tool              | a           | \$3,500                        | 7                             | \$500          |
| CLASS Feedback Strategies for Coaches          | afg         | \$10,550                       | 8                             | \$1,318.75     |
| Instructional Support Strategies for Coaches   | af          | \$10,550                       | 7                             | \$1,507.14     |
| Effective Coaching Practices with myTeachstone | afgk        | \$17,000                       | 16                            | \$1,062.50     |

#### Discount Notes on Table I: Face to Face

| Name of Professional Development Offering   | Discount Notes:   |
|---|---|
| Introduction to the CLASS Tool Face-to-Face | Cost per training is \$7,000 for up to 50 participants  |
| CLASS Observation Training                  | <p><u>If fewer than 25 participants:</u><br/>           Single Training: \$8500 (up to 15 participants), + \$425 per additional person up to 17<br/>           OR<br/>           Single participants may attend a regional training for \$850/participant (list of available regional trainings on Teachstone website)<br/> <u>Additional discounts:</u><br/>           Affiliate Trainings held by a Division Affiliate trainer who has completed the Train-the-Trainer Program: \$175/participant</p> |
| CLASS Train-the-Trainer Program*            | <p><u>If fewer than 25 participants:</u><br/>           Single Training: \$10,000 + \$2,000/participant<br/>           OR<br/>           Single participants may attend a regional training for \$4,500/participant (list of available regional trainings on Teachstone website)</p>  |
| Double Coding with the CLASS Tool           | none  |
| CLASS Feedback Strategies for Coaches       | <p><u>If fewer than 25 participants:</u><br/>           Single Training: \$6,000 up to 12 + \$350 each additional participant (up to 35 total)<br/>           OR<br/>           Single participants may attend a regional training for \$600/participant (list of</p>   |

|  |  |
|--|--|
|  | available regional trainings on Teachstone website)  |
| Instructional Support Strategies for Coaches   | <u>If fewer than 25 participants:</u><br>Single Training: \$6,000 up to 12 + \$350 each additional participant (up to 35 total)<br>OR<br>Single participants may attend a regional training for \$600/participant (list of available regional trainings on Teachstone website) |
| Effective Coaching Practices with myTeachstone | <u>If fewer than 25 participants:</u><br>Single Training: \$8500 (up to 15 participants), + \$425 per additional person up to 17   |

## II. Virtual/Online Interactive Pricing Schedule

| Name of Professional Development Offering  | PD Category | Total Cost for 25 participants | Length of Delivery (in Hours) | Per Hour Price |
|--|-------------|--------------------------------|-------------------------------|----------------|
| CLASS Coding Calibration with Live Webinar | a           | \$2,250                        | 2                             | \$1,125        |

### Discount Notes on Table II: Virtual/Online Interactive

| Name of Professional Development Offering  | Discount Notes:   |
|--|---|
| CLASS Coding Calibration with Live Webinar | <u>If fewer than 25 participants:</u><br>Single Session: \$1350 (up to 15 participants), \$90 for each additional participant |

### III. Virtual/Online Read-Only Pricing Schedule

| Name of Professional Development Offering            | PD Category | Total Cost for unlimited participants | Length of Delivery (in Hours)        | Per Hour Price |
|--|-------------|---------------------------------------|--------------------------------------|----------------|
| Online Introduction to the CLASS Tool                | afg         | \$2,205                               | 2                                    | \$1,102.50     |
| myTeachstone   | afgk        | \$5,500                               | 27<br>(current coursework available) | \$203.70       |
| Instructional Support Strategies for Coaches Online  | af          | \$1,000                               | 13                                   | \$76.92        |
| Instructional Support Strategies for Teachers Online | af          | \$4,900                               | 3                                    | \$1,633.33     |
| CLASS Feedback Strategies for Coaches Online         | a           | \$375                                 | 1                                    | \$375          |
| CLASS Coding Calibration                             | a           | \$750                                 | 2                                    | \$375          |
| CLASS Video Library and CLASS Discussion Toolkit     | afg         | \$4,950                               | 20                                   | \$247.50       |

#### Discount Notes on Table III: Virtual/Online Read-Only

| Name of Professional Development Offering            | Discount Notes   |
|--|--|
| Online Introduction to the CLASS Tool                | <u>If less than a division-wide license is desired:</u><br>1-9 participants: \$45 each<br>10-44 participants: \$35 each<br>45+ participants: \$30 each |
| myTeachstone   | none   |
| Instructional Support Strategies for Coaches Online  | <u>If less than a division-wide license is desired:</u><br>\$200 per participant   |
| Instructional Support Strategies for Teachers Online | <u>If less than a division-wide license is desired:</u><br>\$100 per participant   |
| CLASS Feedback Strategies for Coaches Online         | <u>If less than a division-wide license is desired:</u><br>\$75 per participant  |
| CLASS Coding Calibration                             | <u>If less than 25 participants:</u><br>\$75 per participant   |
| CLASS Video Library and CLASS Discussion Toolkit     | none   |

#### IV. Combination of Virtual/Online and Face-to-Face Pricing Schedule

| Name of Professional Development Offering                | PD Category | Total Cost for 25 participants | Length of Delivery (in Hours) | Per Hour Price |
|--|-------------|--------------------------------|-------------------------------|----------------|
| MyTeachingPartner Coach Training and Support (MTP Coach) | afg         | \$55,500                       | 80                            | \$693.75       |
| Making the Most of Classroom Interactions (MMCI)         | afg         | \$18,000                       | 64                            | \$281.25       |

#### Discount Notes on Table IV: Combination of Virtual/Online and Face-to-Face Pricing Schedule

| Name of Professional Development Offering                | Discount Notes   |
|--|--|
| MyTeachingPartner Coach Training and Support (MTP Coach) | <p><u>If fewer than 25 teacher participants:</u><br/>           Year 1 Single Training: \$10,000 + \$6,500 per COACH participant up to 10 COACH participants plus teacher participant materials: +\$525/teacher participant<br/>           Year 2 Credentialing Stage 1: \$2,000/coach participant<br/>           Year 3 Credentialing Stage 2: \$500/coach participant<br/>           OR<br/>           Single coach participants may attend a regional training for: \$8,500/coach plus materials for teacher participants: \$525/teacher participant (list of available regional trainings on Teachstone website)</p> |
| Making the Most of Classroom Interactions (MMCI)         | <p><u>If fewer than 25 participants:</u><br/>           Single Training: \$8,000 + \$2500/instructor participant plus materials for teacher participants: \$150/participant<br/>           OR<br/>           Single participants may attend a regional training for: \$4,000/instructor participant plus participant materials for teacher participants: \$150/teacher participant (list of available regional trainings on Teachstone website)</p>  |

October 2, 2015:

**From:** Liz Pettit [<mailto:liz.pettit@teachstone.org>]  
**Sent:** Friday, October 02, 2015 11:23 AM  
**To:** Williams, Marie (DOE)  
**Cc:** Sedra Spano; Peter Thomas  
**Subject:** Re: RFP DOE-PDO-2015-11

Hi Marie,

Attached is a revised version of the terms applying to myTeachstone as requested. We did not strike the first sentence in 2.2, but rather revised it to narrow the scope. Please let me know if you need anything further.

Sincerely,  
Liz

On Thu, Oct 1, 2015 at 5:09 PM, Williams, Marie (DOE) <[Marie.Williams@doe.virginia.gov](mailto:Marie.Williams@doe.virginia.gov)> wrote:

Liz,

I've also been asked to let you know that the first sentence of 2.2 on page 122 must be withdrawn because it is too broad:

### **§.3 Terms Applying to myTeachstone**

#### **2. OWNERSHIP; RESTRICTIONS; RESERVED RIGHTS.**

**2.1 Ownership.** Teachstone owns (or has the right to license to Licensee and the Users) the My Teachstone Software, the Content and the Site, together with all Teachstone Intellectual Property. The term "Teachstone Intellectual Property" means all of the following: (a) all intellectual property associated with, or incorporated or embodied within, the My Teachstone Software, the Content and the Site, including the source code and object code of the My Teachstone Software; (b) all intellectual property rights associated with the My Teachstone Software, the Content and the Site; and (c) all proprietary rights in and to the My Teachstone Software, the Content and the Site. This Agreement does not grant to Licensee or any User, and neither Licensee nor any User shall acquire, any right, title, or interest in and to the My Teachstone Software, the Content, the Site or any Teachstone Intellectual Property, except for the limited licenses thereto expressly granted by Teachstone in this Agreement. This Agreement does not grant any rights to the Licensee to use the trademarks or service marks of Teachstone.

**2.2 Restrictions. Licensee and all Users under Licensee's control shall comply at all times with these terms to protect the integrity and security of the My Teachstone Software, the Content and the Teachstone Intellectual Property.** Neither Licensee nor User shall (a) directly or indirectly, sell, rent, license, sublicense or offer for sale the My Teachstone Software, any Content, or access thereto, to any other person or entity; (b) disclose or distribute Content to any other person or entity; (c) in connection with any access or use of the Software or the Content, violate (whether intentionally or unintentionally) any applicable federal, state, county, municipal, local or other statute, law, regulation, rule, ordinance, order, or custom (collectively, "Laws"); or (d) commit any act in violation of the intellectual property or proprietary rights of Teachstone in the My Teachstone Software, the Content, or any Teachstone Intellectual Property. Each User shall only use Content for his/her personal education and training purposes only, and may download or print one (1) copy of each page of Content for such personal education and training purposes only. Licensee warrants that neither Licensee nor any User will utilize the My Teachstone Software in any manner that could, damage, disable, overburden or impair such software or interfere with any other party's use and enjoyment of the software. Neither the Licensee nor any User shall reverse engineer, decompile or disassemble the My Teachstone Software.

## September 21, 2015:

On Mon, Sep 21, 2015 at 10:33 AM, Williams, Marie (DOE) <[Marie.Williams@doe.virginia.gov](mailto:Marie.Williams@doe.virginia.gov)> wrote:

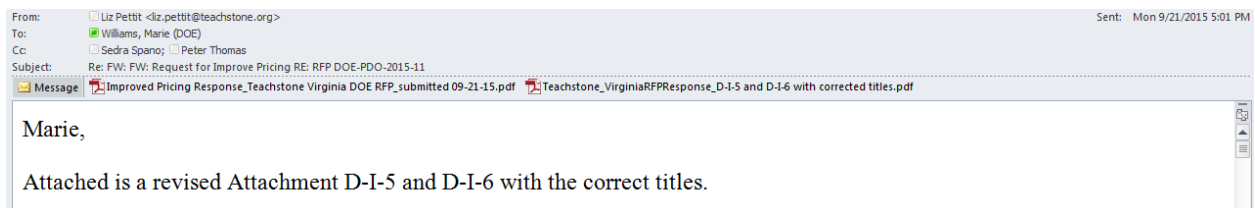
Liz – One more request, which related to page 122 of your proposal. Since only school divisions will make purchases from the contract, and not VDOE, are purchasing school divisions, or VDOE, considered to be the licensee? We understand that any users who carry out the actions described in the second paragraph would be held responsible.

**From:** Liz Pettit [mailto:[liz.pettit@teachstone.org](mailto:liz.pettit@teachstone.org)]  
**Sent:** Monday, September 21, 2015 10:44 AM  
**To:** Williams, Marie (DOE)  
**Cc:** Sedra Spano; Peter Thomas; Rowsey, Ann (DOE)  
**Subject:** Re: FW: FW: Request for Improve Pricing RE: RFP DOE-PDO-2015-11

Marie,

The purchasing district or division would be the licensee, *not* the Virginia DOE.

## September 17, 2015:



See Revised Attachments D-I-5 and D-I-6 at the end of this document.

## August 20, 2015:

On Thu, Aug 20, 2015 at 1:35 PM, Williams, Marie (DOE) <[Marie.Williams@doe.virginia.gov](mailto:Marie.Williams@doe.virginia.gov)> wrote:

Thank you - One more question:

Will you provide a certification of completion that includes the participant's name, title of the PDO, and the number of PD hours completed for each PDO participant?

From:  Liz Pettit <liz.pettit@teachstone.org>  
To:  Williams, Marie (DOE)  
Cc:  Sedra Spano  
Subject: Re: RFP DOE-PDO-2015-11

Sent: Thu 8/20/2015 5:

Marie,

I have spoken with our Professional Development delivery department. For certain PDOs we do provide participants with a Certificate of Completion, some of which have the number of hours. For many of our PDOs we do not offer a Certificate of Completion as a matter of course but **we would be more than happy to provide them (with the number of hours) upon request.**




Also, myTeachstone, one of our online offerings, affords the teacher and a designated administrator full visibility into the number of hours of PD completed at all times. And, for many of our online offerings, aggregated reports can be generated to show how much time participants have spent on PD and what parts they have completed.

Please let me know if you need any further clarifications.

July 24, 2015:

From:  Liz Pettit <liz.pettit@teachstone.org>  
To:  Williams, Marie (DOE)  
Cc:  Sedra Spano  
Subject: Re: FW: Attachment B - Data Security Plan

Sent: Fri 7/24/2015 10:10 AM

 Message  TEACHSTONE\_Certification regarding background checks\_07-24-15.pdf  TEACHSTONE\_Responses to Data Security Follow Up Questions\_submitted 07-24-15.pdf

Marie,

RE: RFP DOE-PDO-2015-11.

Please find our responses to the Data Security follow-up questions and a certification statement addressing Amendment 1, item #3.

Please let me know if we can provide any additional information or if you need anything else from Teachstone.

Many Thanks,  
Liz Pettit









